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answered and interrogatoried to that effect. I think there are as many as 60 different attaching entities in the Gulf service territory.

ADMIN. J UDGE SIPPEL: All right. And you're looking for the same information with respect to all, assuming that 60 is the number then, but you want it for all 60?

MR. COOK: No. See that's the confusion here, your honor. We're being directed to a whole series of files that have make-ready for all of these entities and for ourselves with the explanation that they gave in their September 30th supplemental responses, you know, go look in our permit logs, they're arranged chronologically. That doesn't tell us what the question we're asking is. The question we're asking is for the poles that you say are at full capacity, not the universe of all of their poles, or even the universe of all of the poles with make-ready from our perspective, but for the poles that you're saying are at full capacity, give us a couple of pieces of information that will allow us and our experts to challenge your assertions that

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1	they're at full capacity. The pieces of information
2	are how many who else is on those poles besides
3	us, when did the other people's attachments commence,
4	were they before or after us, and where are those
5	third-party attachments located if you're making
6	contentions about improper clearance, and finally,
7	were you reimbursed, were you paid by those attaching
8	entities. And this is very important even in the
9	context of the newer contention that hey, all of our
10	poles that have make -ready are full, because we know
11	from the documents they have produce that with
12	respect to poles that we're on, lots of those poles
13	did not require make-ready, so what we've been trying
14	all along to do is to get some information from them
15	that say, okay, here complainants, here are the poles
16	that we contend that are full capacity for whatever
17	reason and here are the other people on those poles
18	so that we can sit down and take a look at it and say
19	we don't think that's at full capacity. Now for
20	sitting here standing her today, the answer to us
21	still is go to our offices and look at all of our
22	files, make -ready and non make -ready, your

attachments and other people's attachments, and that's why we're seeking some more precise segregation, so that we can really reduce your honors work as well as ours.

ADMIN. JUDGE SIPPEL: Well, thank you. think that it almost sounds like a chicken and egg They're going to have to need to know situation. which are, whatever your system may be, but which poles you're going to be relying upon that you are entitled to additional reimbursement for, i.e., those which meet the category of full capacity. And those are identified, you know, then you can, between the -- somehow or other, there the request can be followed up just along the lines that Mr. Cook was talking about. You know, who's on those poles. know, they're looking for justification as to who you come up with the idea that, how you prove that these are at full capacity, so that seems to be right at the heart of the case. But I don't see how that they can be directed just to these records, even if they iness if they are kept in the normal course of bus don't have the initial ingredient, which is, you

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1 know, alleged full capacity.

MR. LANGLEY: Well, and that's one of the fundamental differences in legal positions here, because we are saying that any pole that required make-ready was a full capacity pole. And our make ready work orders are only for poles that required make-ready. Now the permit range may have poles that did not require make ready, but that's why it's important to tie the permit number to the distribution service order. An d the distribution service order will lay out, as the Knology documents submitted in the proffer laid out, on a pole -by-pole basis, who was on the pole. And for example, does your honor have the proffer that we submitted on October 17th?

ADMIN. JUDGE SIPPEL: I'm sure I do, but not right at my fingertips. I think I know what you're referring to. But while I'm looking -- let me find what I have.

MR. LANGLEY: And I don't mean to make this part of the hearing more complex than it needs to be, and this may actually be something we can

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1	okay good.
2	MR. SEIVER: Excuse me, your honor, I
3	have an extra copy of it.
4	ADMIN. JUDGE SIPPEL: Do you. Thank you.
5	I think I okay, here we go. All right. I have
6	it in front of me.
7	MR. LANGLEY: Okay. A couple of examples
8	that I wanted to refer you to. First, if you would
9	turn to page K-42, which is within Exhibit 5 in the
10	proffer.
11	ADMIN. JUDGE SIPPEL: Oh, I see what you
12	this is yes, I think I do have let me see
13	I have that tab in it. Where are you at?
14	MR. LANGLEY: K-42. What we did is just
15	for the sake of being able to refer to specific pages
16	in the proffer, we created new labels for these
17	pages. It's K-42.
18	ADMIN. JUDGE SIPPEL: Well, I got these
19	Exhibit numbers going 1 through 5.
20	MR. LANGLEY: Exhibit 5.
21	ADMIN. JUDGE SIPPEL: It's Exhibit 5.
22	Okay. I got it. Yes. K-42?
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1 MR. LANGLEY: Page 17. There should be a number under K-42. 2 3 ADMIN. JUDGE SIPPEL: Page 17. Got it. MR. LANGLEY: All right. There's a map 4 5 number on there. And then for the poles in that map that have been permitted that required make 6 7 there is an identification, pole number 91, and it says Bell South had to lower, Comcast had to lower. 8 9 So we know Comcast, one of the complainants, was on 10 the poles. And on down for the next two pages, 11 there's even further detail provided beginning at 12 page 20 where there are pictures taken, and not all 13 of the work order packets have pictures, this one 14 just happened to. So there are pictures of some of 15 the specific poles that required make-ready. ADMIN. JUDGE SIPPEL: I'm looking at this 16 17 pole on page 20. Just arbitrarily, would you consider that pole to be at full capacity? 18 MR. LANGLEY: We would at the time the 19 make-ready occurred. 20 21 ADMIN. JUDGE SIPPEL: All right. The 22 make-ready occurs and then does it change a category

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1 at some point? Does it under your definition of full capacity, does it change? 2 MR. LANGLEY: One of our contentions, and 3 4 it has been our contention since we submitted the description of ev idence, actually before then, I 5 think when we requested the hearing, has been that, 6 7 you know, our willingness to expand capacity cannot 8 be held against -- if we're going to have prove full capacity to be entitled to just compensation, we 9 don't think that our willingness to work with cable 10 operators, telecom companies should be held against 11 12 us. And so what we --13 ADMIN. JUDGE SIPPEL: I see. -- what we would say is 14 MR. LANGLEY: that at the time this make -ready was performed, if 15 there had to be make ready performed on the pole for 16 an additional party to get on, and Comcast was on it, 17 that was a crowded pole. 18 ADMIN. JUDGE SIPPEL: Okay. 19 MR. LANGLEY: And not only was it a 20 crowded pole, but we have a telecom company out there 21 wanting to get on at a higher price. 22

1 ADMIN. JUDGE SIPPEL: Ad you'd be able to 2 line this up pole-by-pole? 3 MR. LANGLEY: Yes. For these make -ready work orders. 4 ADMIN. JUDGE SIPPEL: Okay. Well, it 5 6 just seems to me that it's premature. It's premature in terms of the depth. And certainly the depth of the 7 discovery that you're talking about, Mr. Cook, should 8 not be -- I mean it doesn't have to go the whole 9 universe according to what I'm hearing from Mr. 10 Langley. All you need is proof with respect to poles 11

that they're claiming are at full capacity.

MR. COOK: Right. We want to know -- and that underlies a lot of the request, but certainly central here to interrogatory eight is which poles are at full capacity, and Mr. Langley has drawn the court's attention to a couple of pages, like K-42-20, and said, well, there's an example of one that's at full capacity, that doesn't provide the, you know, all of the information certainly that we're seeking. And I would argue we're not trying to overdo it here, your honor. We're simply trying to say who

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1	else is on those poles and when did those attachments
2	take place. We don't know that, I think, from this.
3	We certainly don't know Mr. Langley alluded to
4	make ready. We don't know when, if there was make
5	ready done here, it was done, I believe. And we
6	certainly don't know the last category, which we've
7	been trying to understand all along, which is in
8	connection with this pole, are you out -of-pocket.
9	Have you experienced some loss with respect to this
10	pole? And I think what your honor was saying a
11	moment ago, before Mr. Langley spoke, is the core of
12	what we're trying to get here, which is can we have
13	some segregation, and even if they're going to rely
14	only on this, because as your honor said many times,
15	it's their burden of proof, not ours. And they can
16	just say, well, this is all you're going to get. But
17	can we have something like this with respect to all
18	of the poles that they say are at full capacity, so
19	that we can do our best to challenge it?
20	ADMIN. JUDGE SIPPEL: Mr. Langley.
21	MR. LANGLEY: What they're asking for,

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it's not like five of these.

ADMIN. JUDGE SIPPEL: I understand.

MR. LANGLEY: We're talking about documents that range the entire system. And I can't tell you how high it would be, but it would be a high stack of documents if we were to do that for each of these, which is why we have invited them, asked them, and given them detailed instructions on how they themselves can look at the documents as they are kept in the usual course of business and pull this same information.

MR. COOK: But never geared to the poles that you say are at full capacity. That's the problem.

ADMIN. JUDGE SIPPEL: All right. Wait a minute. Let's not get carried away here. You know, you're all making excellent points. But let me just -- it would seem to me the way to get at this would be to take some kind of a sampling of what is representative of the types of poles that Mr. Langley is and Gulf Power is taking the position are at full capacity. I mean he's just laid out an awful more than I'd ever heard before. Take -- you know, he can

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1 give you -- let me take a number. He can give you 20 2 of these poles detailed with all of this that's like 3 in this proffer, and you pick out 10 that you want to audit. I mean I'm throwing these nu mbers out. 4 5 if you pick out ten, and then you say that, okay, I 6 want to see all of this discovery with respect to 7 these 10 poles and somehow or other you can come to 8 an -- or Gulf Power will come to an agreement that 9 these are representative of the universe of the poles in terms of, you know, the proof that they're relying 10 11 Then why would it then be necessary to get all 12 that detailed proof with respect to every single pole, because of they're wrong, you know, if you're 13 right and they're wrong, or the ey're right and your 14 wrong, I mean in terms of in this hearing, that would 15 16 be the end of the need for the evidence seems at this 17 stage.

MR. COOK: Your honor, they might jump at the chance that you've just offered to take a sample, but we are very much focused on the Alabama Power's exact language which said to prove with respect to each pole that it is at full capacity. I understand

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in the role of the arbitrator, the court is here to make sure no party imposes an unreasonable burden on the other, but from our perspective, there are a very limited finite number of poles that could truly be said to be at full capacity given the way the industry works and we are entitled, under Alabama Power, legally to a showing as to which of those poles, for each of those poles, are at full capacity and why. Now if they want to rely on a sample, we'll do our best to audit that and challenge that, but it is -- providing them the fig leaf, if you will, of a sample does not come up to the standard of what both the hearing d esignation order and y our honor's reference to pinning poles down one -by-one and APCO all said.

ADMIN. JUDGE SIPPEL: Well, let me deposit this, too. Before any of the complainants would be required to pay the bill that they submit on all the full capacity poles, the parities would be entitled to a full -blown evidentiary hearing with respect to each pole that you're being charged additional monies for. All right? However, if it

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turns out in the first instance that based on some
kind of a representative sampling, they're unable to
meet the standard of full capacity as a matter of
law, as a legal matter, if well, I don't want to
go beyond that kind of a statement - but there is a
record determination of a reasonable sampling of
poles to be able to say yes or nay you can't say
it in the abstract. You can't make a determination
on the abstract. Even if they say well, all of our
poles are at full capacity because they've had a
make-ready order, they've had this, they've had that
and the other thing, well, you know, saying that is
one thing, but actually getting it on the record in
an evidentiary form and then having some degree of
expertise address the question, it seems to me that
if the sampling were significant enough, that it
wouldn't be necessary to go down and get all the
nitty proof of every one of these poles, at this
stage. Now, of course, if it turns out that they are
entitled as a matter of law to charge you all of
then, you know, then they might have to be then
either at some level of the case, either at or if

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it comes back to me, yes, there'd be some kind of an auditing with respect to each of those poles, but the standard would be set. So it wouldn't be, you know, it doesn't require -- well, obviously I'm staggering

5 the proof with respect to your recovery.

I think the problem that we MR. COOK: would have with that, and I'd defer to my senior colleague, Mr. Seiver, here is that this is a constitutional claim. This is not a claim that is an administrative one or one of first impre ssion or of what's fair. And in order for them to get past the liability phase, as it were, of this evidentiary hearing to all their valuation and how they're going to claim that they're not getting various FERC Form 1 accounts, they have got to show, with respect to each pole, those two elements that they Alabama Power court said were integral to a Fifth Amendment takings claim, which is the only legal theory that they're going under here, and that those are that each pole be a full capacity, and that the re be a demonstrated foreclosed higher value use. In other words, that they were, in the vernacular phrase of the Alabama

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Power, out more money. In other worse, they've got to show that before you get to valuation. So if we were to have a sample and say, well, let's look at these, and maybe they'll pick their 20 strongest poles, poles, for example, that, I'm not saying we would do this, but that are limited by FAA height regulations or aesthetic regulations of a municipality that really and truly are at full capacity. If you were to make a determination about our liability based on those poles, and then say, okay, now let's proceed to valuation, they get \$20.00 more per pole, what have you, and now, oh, by the way, before you actually have to pay, you can go back and have a full blown hearing on all of the detailed That's, I would argue very respectfully, poles. taking the cart before the horse.

ADMIN. JUDGE SIPPEL: All right. Well, let me try one more time. The sampling could be done based on -- I mean you wait until the Osmose report comes in. They're going to come in with these pre -- Osmose report maps where you're going to have circled full capacity poles. They pick out ten. You pick

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I'm asking the question, you know, at this stage rhetorically, you know, is there a sufficient basis upon which to come up with a determination as to whether or not it's possible. Is it possible to prove that you do have a fully you do have a pole at full capa city recognizing the fact that we have already got a concession on the record that there isn't too many poles that you're going to have that		300
rhetorically, you know, is there a sufficient basis upon which to come up with a determination as to whether or not it's possible. Is it possible to prove that you do have a fully you do have a pole at full capa city recognizing the fact that we have already got a concession on the record that there isn't too many poles that you're going to have that you can't somehow or other increase it to accommodate somebody else or some other need? I mean it's kind of a well, I'm just posing this question as, again, as a rhetorical hypothetical. MR. SEIVER: Your honor, I got to tell	1	out ten. And, you know, from that universe, do we
upon which to come up with a determination as to whether or not it's possible. Is it possible to prove that you do have a fully you do have a pole at full capa city recognizing the fact that we have already got a concession on the record that there isn't too many poles that you're going to have that you can't somehow or other increase it to accommodate somebody else or some other need? I mean it's kind of a well, I'm just posing this question as, again, as a rhetorical hypothetical. MR. SEIVER: Your honor, I got to tell	2	I'm asking the question, you know, at this stage
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again, as a rhetorical hypothetical. MR. SEIVER: Your honor, I got to tell	11	somebody else or some other need? I mean it's kind
MR. SEIVER: Your honor, I got to tell	12	of a well, I'm just posing this question as,
	13	again, as a rhetorical hypothetical.
you. I'm thinking that maybe we're on to something	14	MR. SEIVER: Your honor, I got to tell
	15	you. I'm thinking that maybe we're on to something

MR. SEIVER: Your honor, I got to tell
you. I'm thinking that maybe we're on to something
here. Because this could be -- and I wasn't sure -I was trying to take notes as you were talking -- if

ADMIN. JUDGE SIPPEL: Don't get too excited. Mr. Langley will maybe pull back --

MR. SEIVER: Right. He might say, no, John, that's not the way I understand it. Go ahead.

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1	And if I like it what is the old Marx Brothers
2	thing? Whatever it is you want, you know, whatever
3	it is, I'm against it. So What your honor was
4	talking about is somehow or other having, I don't
5	want to call it a mini -proceeding or a mini -hearing
6	but almost like a preliminary analysis of okay, Mr.
7	Langley, you take your best shot. Give me your best
8	poles that you think, with all the backup data,
9	everything, you know, make-ready, who's on it, all of
10	that for maybe 10 or 20 poles. And then say, all
11	right, and you, complainants, can take those same,
12	look at those, and propose your own 10 or 20 poles
13	and limit it to just discussing those and, as your
14	point that you made, that if they couldn't make it as
15	a matter of law on those, then you say, well, the
16	hearing is done. They took their best shot on what
17	they thought were their best poles and didn't make
18	it, fine. And if you say maybe your honor would
19	say, you know what, that pole number 196 -37 is in a
20	strange location because there's a railroad track or
21	an FAA or something and it can't be changed -out, any
22	pole that's like that, Mr. Langley, that you can find

1	of your 150,000 poles, I will consider that in
2	another hearing for purposes of awarding just
3	compensation. And if your honor gave a parameter
4	such as that, then I do see a real streamlining of
5	this entire case. Instead of having to come in for
6	150,000 poles or I think Mr. Langley wanted to do
7	what, 78 percent of every pole on a sampling,
8	instead, look at the samples of, you know, like the
9	three-pole proffer. Take the best ones. These are
10	the ones. Give all the backup with make-ready, who's
11	on it and whatnot, and let us duke it out at a
12	hearing as to whether or not that is a full pole and
13	what the unreimbursed costs were for that pole, if
14	there are any, and what should be the way to value
15	it. And your honor then said, okay, I've looked at
16	these 20 poles. No, no, no, no, no, yes, no, no,
17	yes. And say let's say there's 2 of those 20 that
18	you truly believe are defined as full capacity poles
19	that maybe can't be expanded except our approach or
20	that you say really are full under Mr. Langley's
21	approach, and poles that meet that definition
22	throughout the service area, then give Mr. Langley

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the opportunity to go back, dig out whatever you need for those poles, however many you think there are in your service area that meet that standard, meet that analysis, put them up there, and then we'll to trial on those.

ADMIN. JUDGE SIPPEL: Well, something like that.

That's -- kind of what I was MR. SEIVER: listening to you say, and I do think, and one of the reasons we were doing the clarification and the alternative cost methodology, and even our motion to dismiss, your honor, was to try and say let's figure out legally whether a pole that's had make -ready in its life at any time is deemed full in its life at any time, 2000, 2001, 2002, because maybe it was made-ready in 2001 and it had an extra three feet of space, so it's not at full capacity. Or maybe it was made-ready in 2004 but actually in 2000, it did have Instead of trying to do that for every single pole in their entire inventory, maybe we do take a sampling that Mr. Langley's free to pick whichever ones he wants, do all the backup data, and say here's

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1 our best shot. We think all of these poles are full 2 and anything that's like them. And w e say no, we 3 don't think any of them are. And your honor says 4 yep, yep, nope, nope, yep, whatever it might be. then once we come up with a definition, then Mr. 5 6 Langley could go pull everything that's needed, and I think that would -- then we don't need to see 7 don't need to go digging through 12 offices through 8 9 file cabinets to find out if this make-ready document is going to be something that's going to be relevant 10 to determining whether a particular is full or not. 11 12 We don't know which ones the y're claiming are really full, and it'd be the kind of thing well, okay, 13 here's a make -ready document on this pole, I don't 14 know if he's going to claim that pole is full. 15 16

and a I said before, what I would

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1	contemplate would be that, as you put it, Mr. Seiver,
2	that Mr. Langley say 10 poles which give which are
3	the strongest to his case. But you would have a
4	universe beyond those 10 poles from which to
5	arbitrarily or however way you would want to select
6	10 others let's say that you would want to examine
7	for the same purpose. And then you would have your
8	respective experts, you know, analyze the full field
9	of the poles. And, you know, the parties would have
10	to be you'd have to somehow or other be in
11	agreement that whatever was resolved with respect to
12	that scope of the evidence would control the outcome
13	of the case without, of course, waiving your rights
14	to appeal. You can go up, obviously, as I expect if
15	there is a loser, a loser will go up, so. But
16	well, you know where I'm going, and you know why I'm
17	going there. But let me ask the Bureau. Would,
18	within the broad framework of what I'm outlining
19	here, Mr. Shook or Ms. Griffin or whoever, would the
20	Bureau have a position on this, or would you want to
21	consider this? Is this too quick and early or?
22	MS. GRIFFIN: I think we'd have to go

back and think about and talk amongst ourselves, people upstairs.

ADMIN. JUDGE SIPPEL: Yes.

MS. GRIFFIN: It sounds -- I mean it sounds, your honor, like there are very large discovery issues here, and it seems to me just hearing this that it might make sense to have some sort of sampling to streamline things and get a handle around some of the legal issues here.

ADMIN. JUDGE SIPPEL: Yes.

MS. GRIFFIN: But I' d have to just talk back upstairs with the Board.

ADMIN. JUDGE SIPPEL: Thank you. Thank you. That's about as best as I can leave it right now. But I think that he reason that this case got set into hearing was because there was no way that there could be a determination of, based on substantial evidence, as to, you know, what would be a full capacity pole. If we have substantial reliable evidence, even though it's not the whole universe, as to what constitutes a pole, what does to does not constitute a pole that's at full capacity,

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1 that, you known, that might considerably move it 2 along. MR. SEIVER: And, your honor, just as a 3 4 follow-up to that, I think if we have, for example, 5 just 20 poles, then our discovery request would be much easier because of we know --6 7 ADMIN. JUDGE SIPPEL: Well, the night follows the day on all of this. 8 MR. SEIVER: Okay. 9 10 ADMIN. JUDGE SIPPEL: Yes. All right. Where does that leave us. I've got -- this takes me 11 to interrogatory 20, 34, 35, and 46. I think 12 -- it 13 seems to me that -- is there any particular one of these interrogatories where there's really a sticking 14 point? Mr. Cook? 15 MR. COOK: Just taking a moment as I go 16 17 through it and listening to your exchange with Mr. Seiver, I think number 20 is certainly one that comes 18 19 back to the difficulty we've had where we're again saying which of the poles are full, because the focus 20 this one was which ones have you changed 21 -out to accommodate complainants. And we pointed out in our 22

1	reply brief filed a week or so ago, you know, our
2	clients, in many cases, have been on these poles for
3	decades. You say that you've had new people come
4	along and that you've done change -outs for them.
5	Have you done any change -outs to accommodate us? Or
6	are you contending that change -outs done for new
7	people, which the new people have paid for, also
8	accommodate us in such a way that we should be
9	required to pay more money? And so I think here,
10	what we said in our third motion to compel, is
11	they've come back to us and said, all poles which
12	required make-ready before complainants could attach
13	were at full capacity. So that's why I've said
14	several times today, we've come to understand now
15	that they're not going to identify individual poles
16	absent some sort of procedural mechanism like the one
17	that you and Mr. Seiver were talking about. And
18	they're just going to say all poles that required
19	make-ready. So then interpreting this interrogatory,
20	we would say, well, are you now saying then that
21	you're claiming all poles that required make-ready at
22	full capacity? Which are those poles that we are on,

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1 because it would have to be poles that we are on for them to charge us more, required make -ready? But I 2 think -- I'm not sure. I have to be honest, I'm not 3 sure where to go with this discussion given that 4 5 there may be some more substantial procedural modification in terms of what you and Mr. Seiver have 6 7 talked about. I mean certainly here, your second discovery order said to Gulf Power again, you know, 8 you guys have got to comply, you've got to give some 9 10 more specifics. And their September 30th 11 supplemental responses said the documents from which 12 the response to this interrogatory could be derived 13 or ascertained are in the make -ready work orders. 14 So, we're back to the same square that I've discussed 15 in relation to other document requests this morning, 16 which is okay, please tell us which poles you're 17 claiming are at full capacity.

ADMIN. JUDGE SIPPEL: Well, I think we've passed that hurdle at this point. Obviously, in order to put you to the burden of going and looking at their records hat are kept in the ordinary course of business, you're entitled to know which poles that

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